



# November 2019

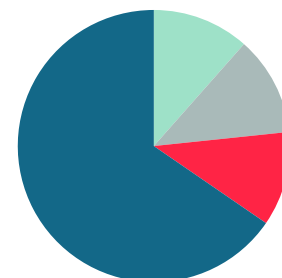
Area Delimited by County Of Bryan



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	November 2019	+/-%
Closed Listings	49	40	-18.37%
Pending Listings	42	41	-2.38%
New Listings	58	56	-3.45%
Median List Price	164,500	156,500	-4.86%
Median Sale Price	156,500	155,000	-0.96%
Median Percent of Selling Price to List Price	97.83%	97.16%	-0.68%
Median Days on Market to Sale	42.00	37.50	-10.71%
End of Month Inventory	286	227	-20.63%
Months Supply of Inventory	6.03	4.92	-18.48%



■ Closed (11.53%)  
■ Pending (11.82%)  
■ Other OffMarket (11.24%)  
■ Active (65.42%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of November 30, 2019 = **227**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **20.63%** to 227 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **4.92** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.96%** in November 2019 to \$155,000 versus the previous year at \$156,500.

#### Median Days on Market Shortens

The median number of **37.50** days that homes spent on the market before selling decreased by 4.50 days or **10.71%** in November 2019 compared to last year's same month at **42.00** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 56 New Listings in November 2019, down **3.45%** from last year at 58. Furthermore, there were 40 Closed Listings this month versus last year at 49, a **-18.37%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, November 2018, at **84.5%**, a **15.45%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com



# November 2019

Area Delimited by County Of Bryan

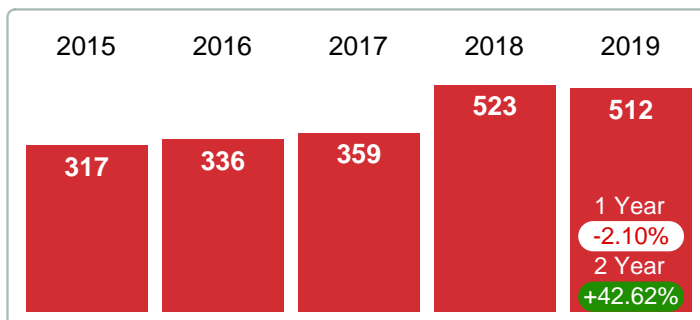
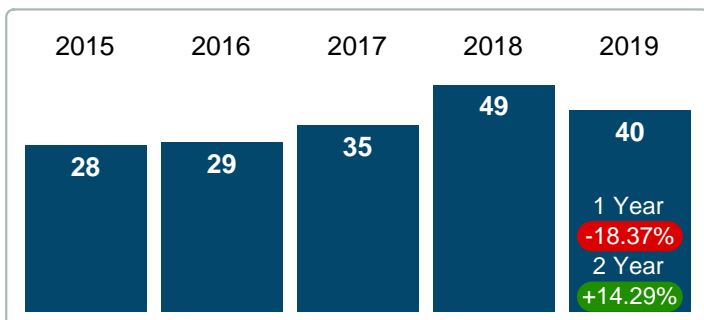


## CLOSED LISTINGS

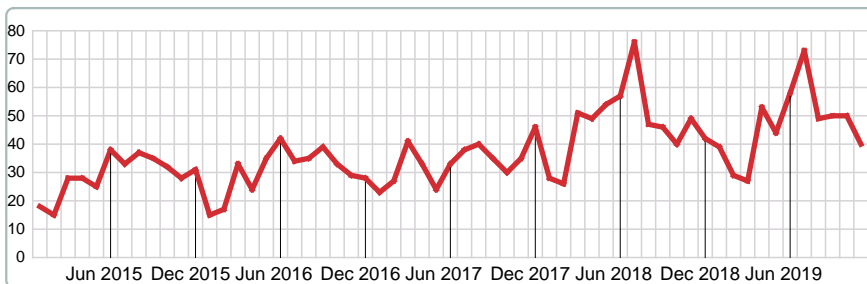
Report produced on Dec 11, 2019 for MLS Technology Inc.

### NOVEMBER

### YEAR TO DATE (YTD)

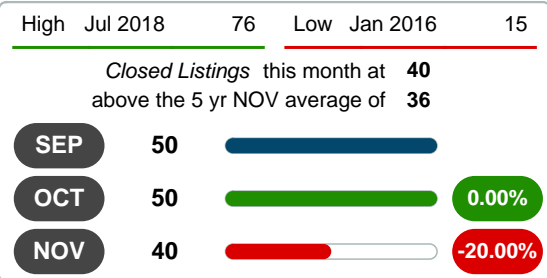


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 36



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	7.50%	3.0	3	0	0	0
\$25,001 - \$50,000	6	15.00%	35.0	5	1	0	0
\$50,001 - \$100,000	6	15.00%	40.5	5	1	0	0
\$100,001 - \$150,000	4	10.00%	24.0	2	2	0	0
\$150,001 - \$200,000	10	25.00%	32.0	1	8	1	0
\$200,001 - \$300,000	7	17.50%	106.0	1	4	2	0
\$300,001 and up	4	10.00%	74.0	1	1	1	1
<b>Total Closed Units</b>	<b>40</b>			<b>18</b>	<b>17</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,538,564</b>	<b>100%</b>	<b>37.5</b>	<b>1.72M</b>	<b>2.97M</b>	<b>920.50K</b>	<b>925.00K</b>
<b>Median Closed Price</b>	<b>\$155,000</b>			<b>\$63,750</b>	<b>\$160,000</b>	<b>\$209,750</b>	<b>\$925,000</b>



# November 2019

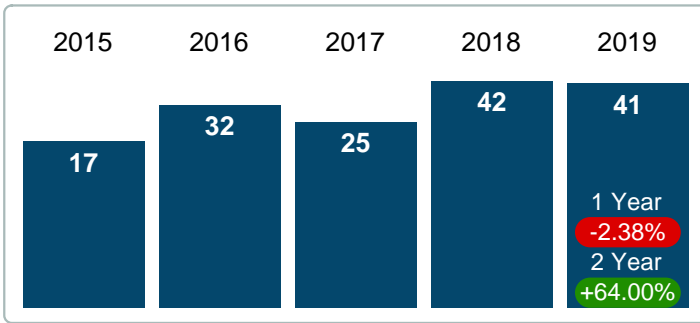
Area Delimited by County Of Bryan



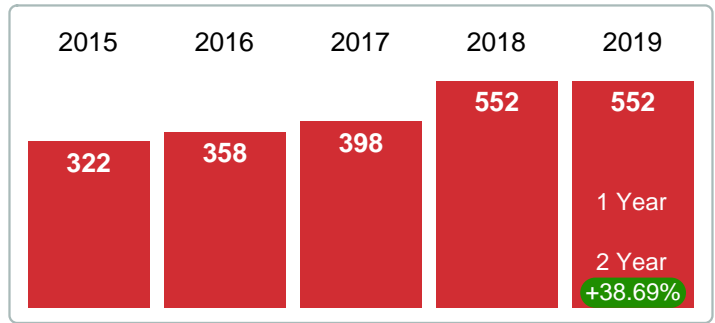
## PENDING LISTINGS

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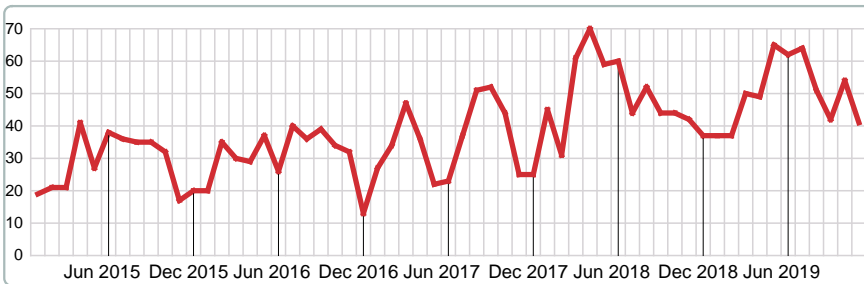
### NOVEMBER



### YEAR TO DATE (YTD)

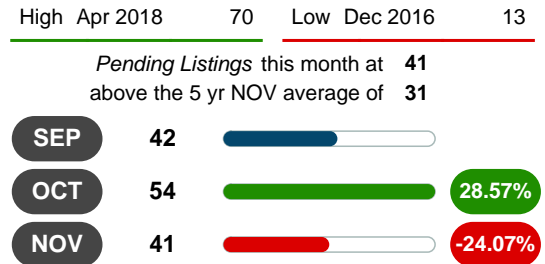


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 31



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	4.88%	169.5	2	0	0	0
\$30,001 - \$50,000	6	14.63%	238.0	5	1	0	0
\$50,001 - \$80,000	7	17.07%	10.0	4	3	0	0
\$80,001 - \$150,000	9	21.95%	15.0	3	6	0	0
\$150,001 - \$200,000	7	17.07%	28.0	2	3	1	1
\$200,001 - \$380,000	5	12.20%	22.0	2	1	2	0
\$380,001 and up	5	12.20%	14.0	4	0	0	1
<b>Total Pending Units</b>	<b>41</b>			<b>22</b>	<b>14</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,988,462</b>	<b>100%</b>	<b>28.0</b>	<b>4.59M</b>	<b>1.72M</b>	<b>784.30K</b>	<b>894.90K</b>
<b>Median Listing Price</b>	<b>\$135,000</b>			<b>\$77,750</b>	<b>\$127,500</b>	<b>\$290,000</b>	<b>\$447,450</b>



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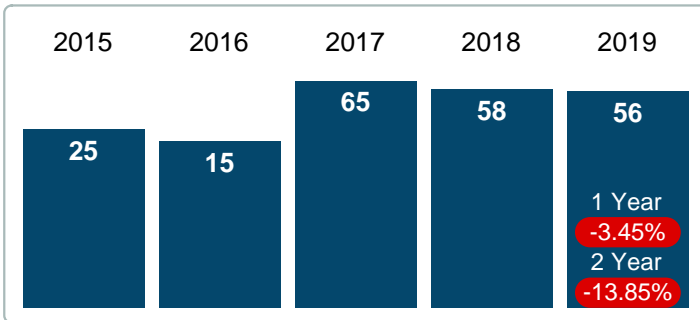
Area Delimited by County Of Bryan



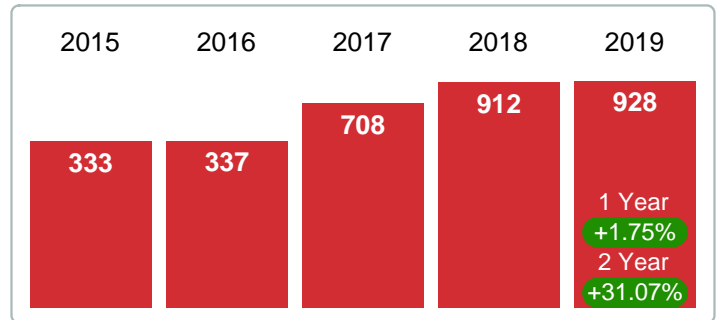
## NEW LISTINGS

Report produced on Dec 11, 2019 for MLS Technology Inc.

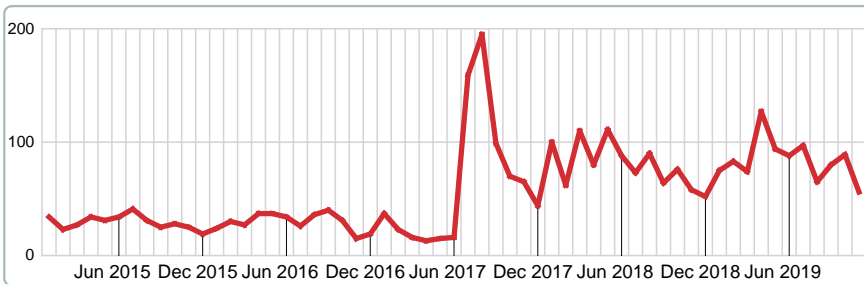
### NOVEMBER



### YEAR TO DATE (YTD)

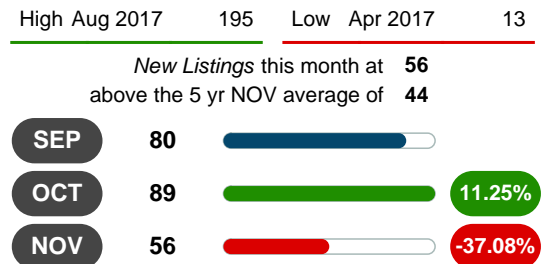


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 44



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.14%	2	2	0	0
\$50,001 - \$100,000	7	12.50%	3	3	0	1
\$100,001 - \$125,000	8	14.29%	3	5	0	0
\$125,001 - \$175,000	10	17.86%	1	7	1	1
\$175,001 - \$350,000	13	23.21%	4	8	1	0
\$350,001 - \$725,000	9	16.07%	3	4	2	0
\$725,001 and up	5	8.93%	5	0	0	0
<b>Total New Listed Units</b>	<b>56</b>		<b>21</b>	<b>29</b>	<b>4</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>20,129,161</b>	<b>100%</b>	<b>13.49M</b>	<b>5.06M</b>	<b>1.33M</b>	<b>245.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$169,450</b>		<b>\$204,400</b>	<b>\$155,000</b>	<b>\$339,500</b>	<b>\$122,950</b>



# November 2019

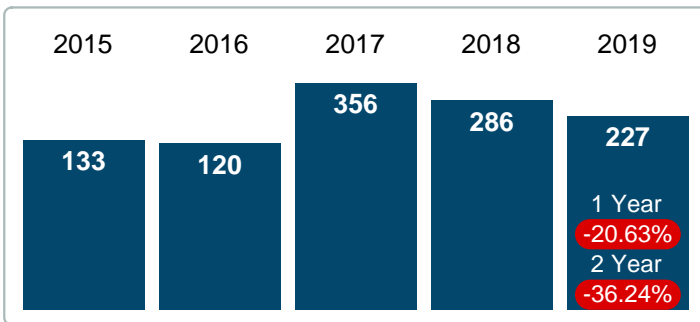
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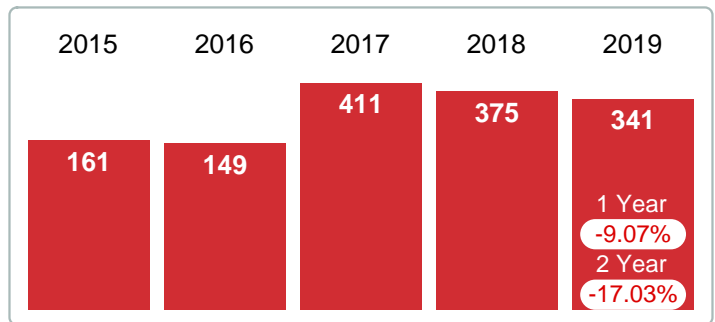
## ACTIVE INVENTORY

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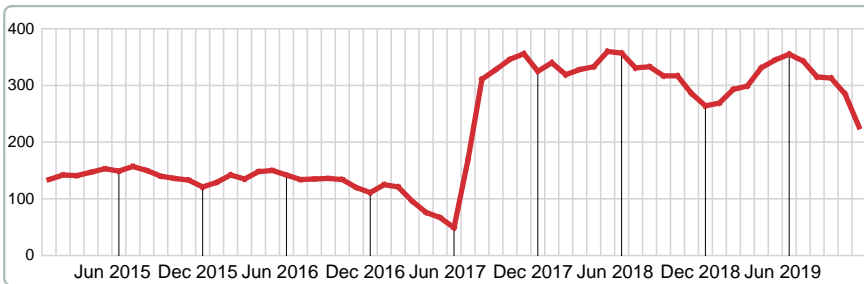
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

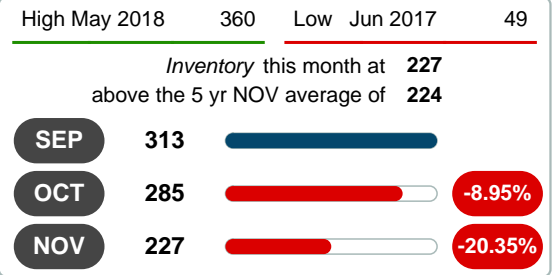


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 224



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	3.96%	139.0	9	0	0	0
\$25,001 - \$75,000	39	17.18%	65.0	33	6	0	0
\$75,001 - \$125,000	32	14.10%	57.5	15	15	1	1
\$125,001 - \$250,000	64	28.19%	76.5	17	37	9	1
\$250,001 - \$375,000	26	11.45%	67.0	12	7	5	2
\$375,001 - \$600,000	35	15.42%	59.0	11	11	7	6
\$600,001 and up	22	9.69%	90.0	12	4	4	2
<b>Total Active Inventory by Units</b>	<b>227</b>			<b>109</b>	<b>80</b>	<b>26</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>68,566,754</b>	<b>100%</b>	<b>68.0</b>	<b>32.63M</b>	<b>19.41M</b>	<b>9.53M</b>	<b>6.99M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$190,000</b>			<b>\$125,000</b>	<b>\$185,250</b>	<b>\$312,000</b>	<b>\$466,750</b>



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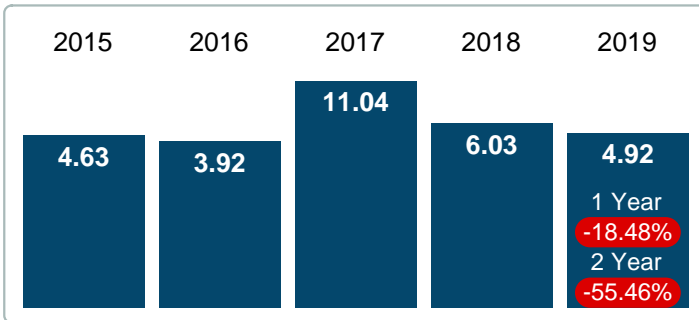
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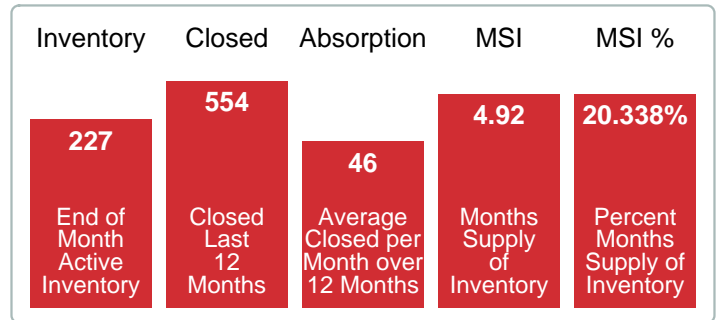
## MONTHS SUPPLY of INVENTORY (MSI)

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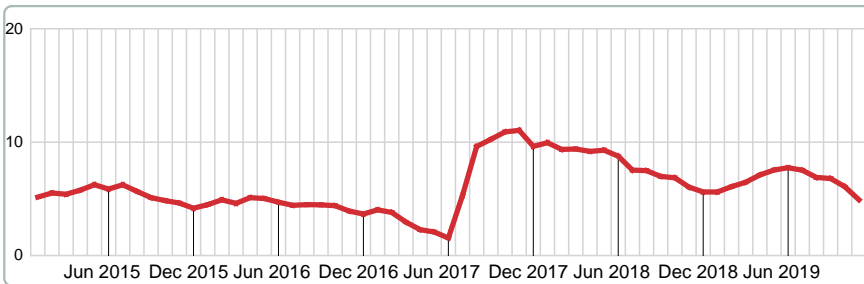
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019

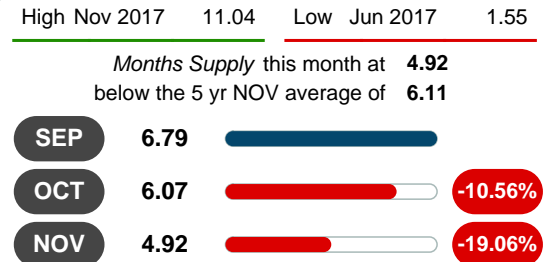


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 6.11



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	3.96%	4.91	5.14	0.00	0.00	0.00
\$25,001 - \$75,000	39	17.18%	6.59	9.90	2.67	0.00	0.00
\$75,001 - \$125,000	32	14.10%	3.66	4.19	3.53	1.20	12.00
\$125,001 - \$250,000	64	28.19%	2.83	8.16	2.29	2.25	3.00
\$250,001 - \$375,000	26	11.45%	5.89	28.80	3.36	3.53	4.00
\$375,001 - \$600,000	35	15.42%	23.33	22.00	66.00	10.50	36.00
\$600,001 and up	22	9.69%	18.86	16.00	0.00	12.00	24.00
Market Supply of Inventory (MSI)			4.92	8.78	3.20	3.47	9.60
Total Active Inventory by Units		100%	4.92	109	80	26	12



# November 2019

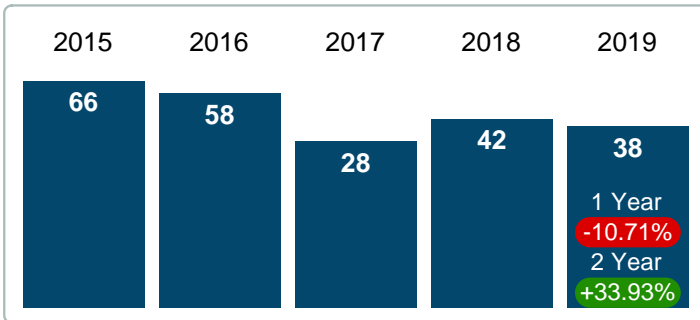
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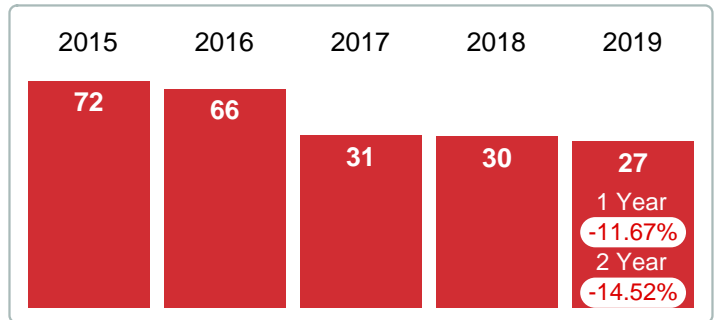
## MEDIAN DAYS ON MARKET TO SALE

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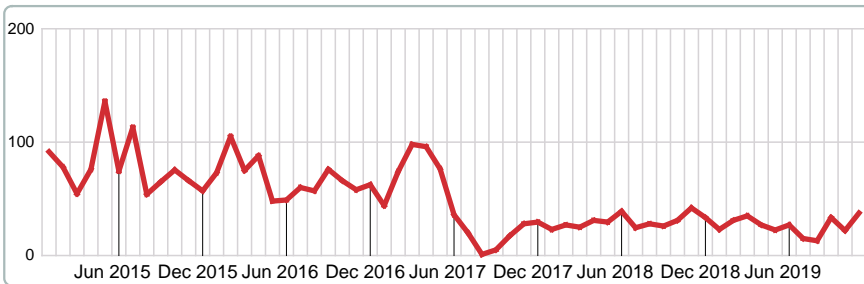
### NOVEMBER



### YEAR TO DATE (YTD)

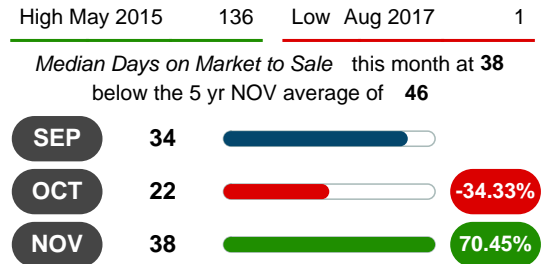


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7.50%	3	3	0	0	0
\$25,001 - \$50,000	15.00%	35	35	109	0	0
\$50,001 - \$100,000	15.00%	41	50	31	0	0
\$100,001 - \$150,000	10.00%	24	81	5	0	0
\$150,001 - \$200,000	25.00%	32	24	32	97	0
\$200,001 - \$300,000	17.50%	106	106	73	88	0
\$300,001 and up	10.00%	74	166	55	53	93
<b>Median Closed DOM</b>		<b>38</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>40</b>	<b>18</b>	<b>17</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,538,564</b>	<b>1.72M</b>	<b>2.97M</b>	<b>920.50K</b>	<b>925.00K</b>



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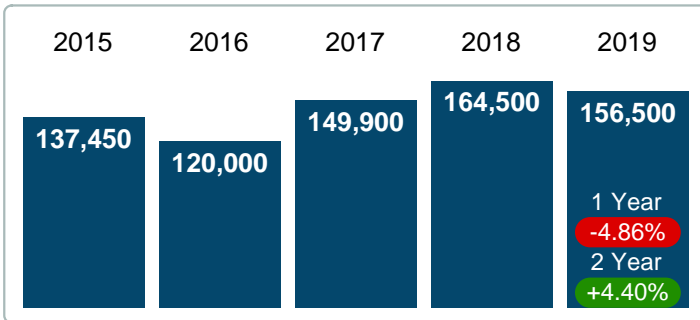
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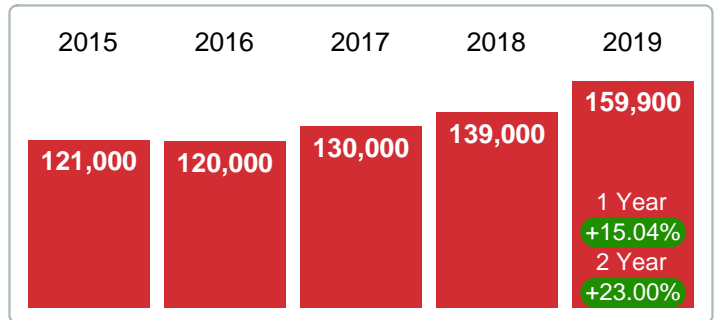
## MEDIAN LIST PRICE AT CLOSING

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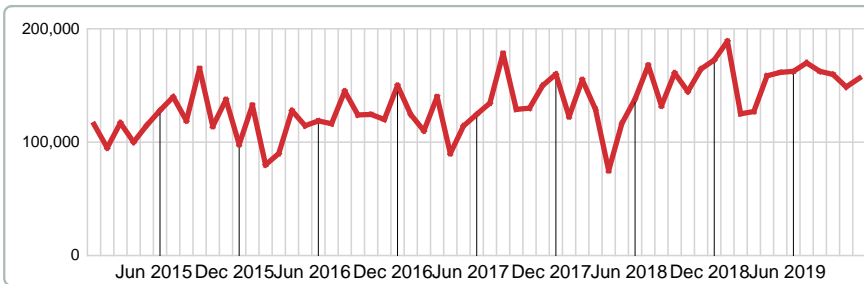
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

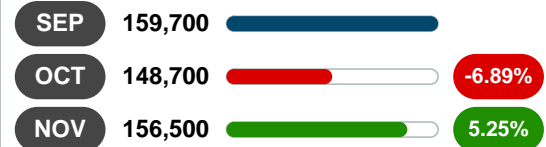


### 3 MONTHS

5 year NOV AVG = 145,670

High Jan 2019 189,000 Low Apr 2018 74,900

Median List Price at Closing this month at **156,500**  
above the 5 yr NOV average of **145,670**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5.00%	19,500	19,500	0	0	0
\$25,001 - \$50,000	12.50%	30,000	30,000	49,000	0	0
\$50,001 - \$100,000	20.00%	74,250	73,500	89,000	0	0
\$100,001 - \$150,000	7.50%	145,000	145,000	132,450	0	0
\$150,001 - \$200,000	27.50%	160,000	155,250	165,000	199,000	0
\$200,001 - \$300,000	17.50%	224,900	224,900	242,400	209,200	0
\$300,001 and up	10.00%	408,250	467,500	329,000	349,000	999,000
<b>Median List Price</b>		<b>156,500</b>	<b>71,700</b>	<b>170,000</b>	<b>209,200</b>	<b>999,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>156,500</b>	<b>18</b>	<b>17</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,837,424</b>	<b>1.83M</b>	<b>3.04M</b>	<b>966.40K</b>	<b>999.00K</b>





# November 2019

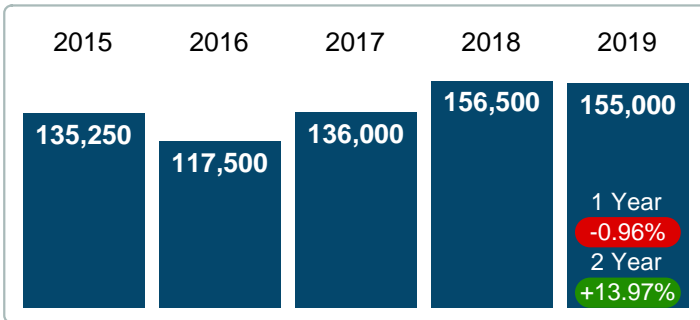
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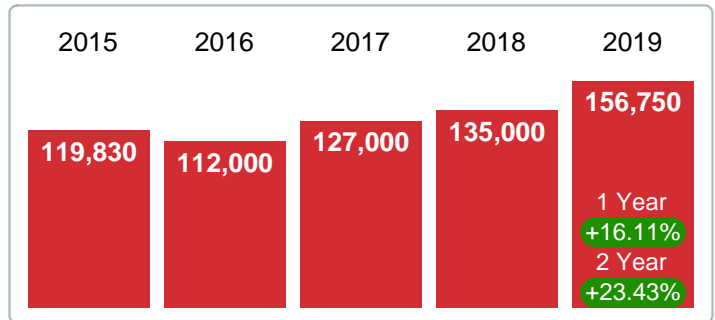
## MEDIAN SOLD PRICE AT CLOSING

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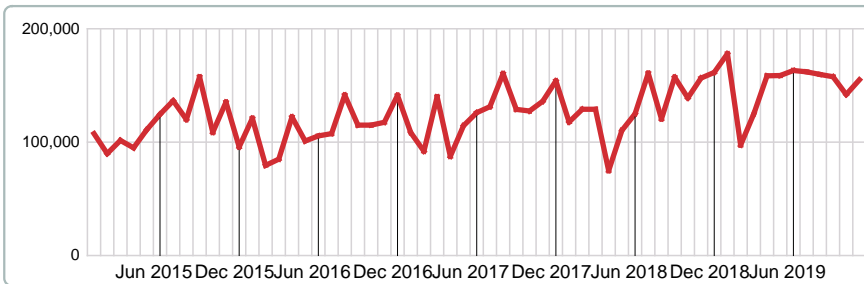
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

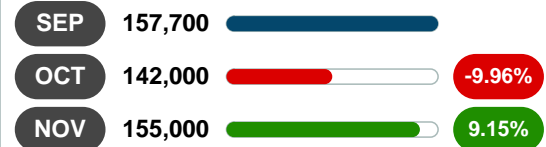


### 3 MONTHS

5 year NOV AVG = 140,050

High Jan 2019 178,000 Low Apr 2018 74,900

Median Sold Price at Closing this month at 155,000 above the 5 yr NOV average of 140,050



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7.50%	20,000	20,000	0	0	0
\$25,001 - \$50,000	15.00%	39,000	38,000	40,000	0	0
\$50,001 - \$100,000	15.00%	73,000	72,000	89,000	0	0
\$100,001 - \$150,000	10.00%	142,500	144,000	133,450	0	0
\$150,001 - \$200,000	25.00%	161,500	163,000	159,950	171,000	0
\$200,001 - \$300,000	17.50%	211,000	224,900	231,500	209,750	0
\$300,001 and up	10.00%	377,500	425,000	320,000	330,000	925,000
<b>Median Sold Price</b>		<b>155,000</b>	<b>63,750</b>	<b>160,000</b>	<b>209,750</b>	<b>925,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>155,000</b>	<b>18</b>	<b>17</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,538,564</b>	<b>1.72M</b>	<b>2.97M</b>	<b>920.50K</b>	<b>925.00K</b>

# November 2019

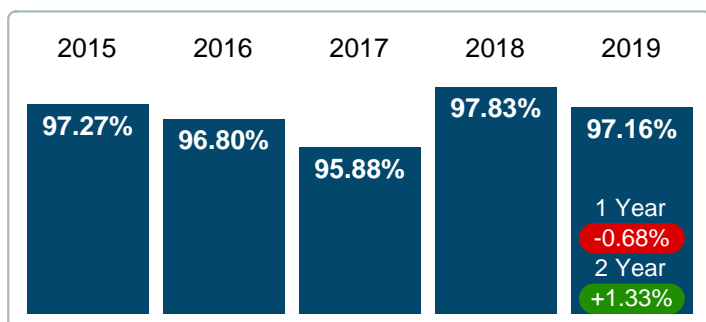
Area Delimited by County Of Bryan



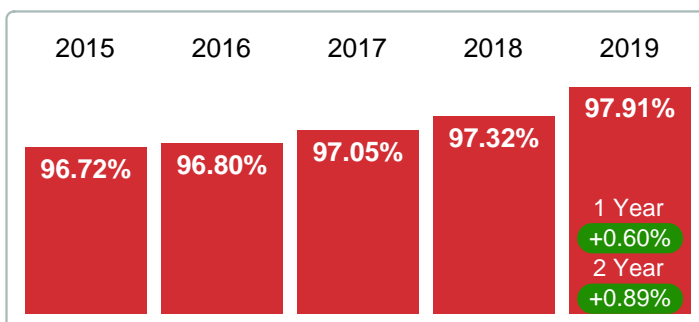
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 11, 2019 for MLS Technology Inc.

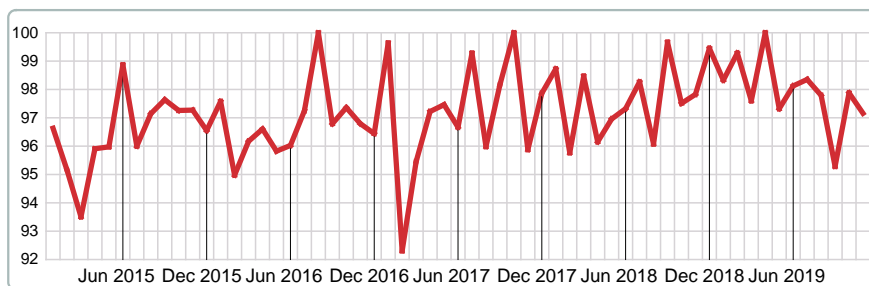
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

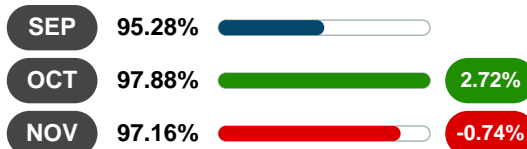


### 3 MONTHS

5 year NOV AVG = 96.99%

High Apr 2019 100.00% Low Feb 2017 92.31%

Median Sold/List Ratio this month at **97.16%**  
 equal to 5 yr NOV average of **96.99%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	7.50%	83.33%	83.33%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	15.00%	91.07%	91.07%	81.63%	0.00%	0.00%
\$50,001 - \$100,000	6	15.00%	94.98%	92.93%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	4	10.00%	98.52%	96.80%	100.83%	0.00%	0.00%
\$150,001 - \$200,000	10	25.00%	100.00%	103.16%	100.00%	85.93%	0.00%
\$200,001 - \$300,000	7	17.50%	100.00%	100.00%	96.45%	100.26%	0.00%
\$300,001 and up	4	10.00%	93.57%	90.91%	97.26%	94.56%	92.59%
Median Sold/List Ratio		97.16%		94.74%	100.00%	97.28%	92.59%
Total Closed Units		40	100%	18	17	4	1
Total Closed Volume		6,538,564		1.72M	2.97M	920.50K	925.00K

# November 2019

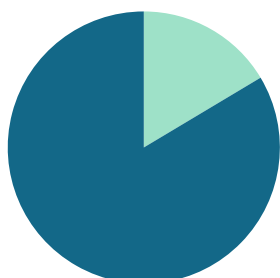
Area Delimited by County Of Bryan



## MARKET SUMMARY

Report produced on Dec 11, 2019 for MLS Technology Inc.

### INVENTORY

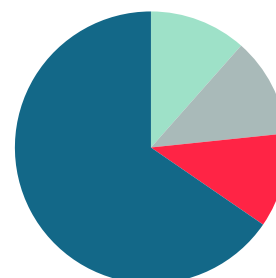


**Inventory**  
 New Listings  
**56 = 16.42%**  
 Start Inventory  
**285**  
 Total Inventory Units  
**341**  
 Volume  
**\$89,800,819**

### Market Activity

Closed Sales  
**40 = 11.53%**  
 Pending Sales  
**41 = 11.82%**  
 Other Off Market  
**39 = 11.24%**  
 Active Inventory  
**227 = 65.42%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	49	40	-18.37%	523	512	-2.10%
Pending Sales	42	41	-2.38%	552	552	0.00%
New Listings	58	56	-3.45%	912	928	1.75%
Median List Price	164,500	156,500	-4.86%	139,000	159,900	15.04%
Median Sale Price	156,500	155,000	-0.96%	135,000	156,750	16.11%
Median Percent of Selling Price to List Price	97.83%	97.16%	-0.68%	97.32%	97.91%	0.60%
Median Days on Market to Sale	42.00	37.50	-10.71%	30.00	26.50	-11.67%
Monthly Inventory	286	227	-20.63%	286	227	-20.63%
Months Supply of Inventory	6.03	4.92	-18.48%	6.03	4.92	-18.48%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

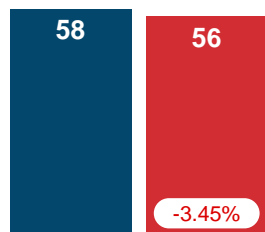
**Inventory** on November 30, 2019 = **227**

**2018** **2019**

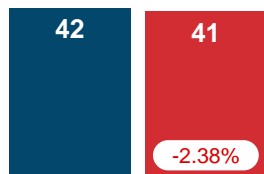
### NOVEMBER MARKET

### MEDIAN PRICES

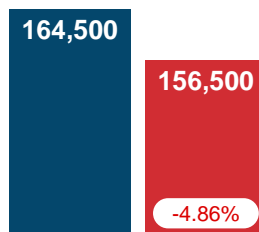
#### New Listings



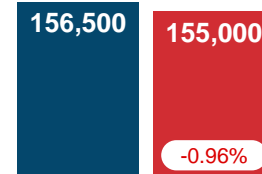
#### Pending Listings



#### List Price



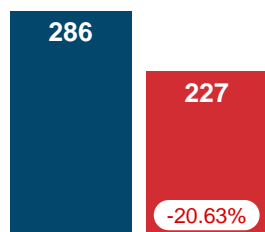
#### Sale Price



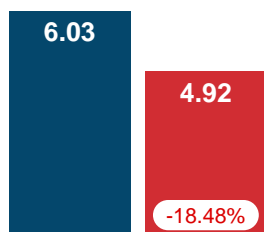
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

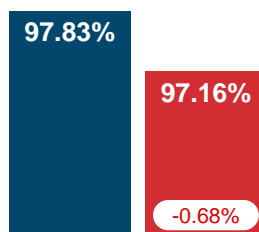
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

